

Message Text

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51

ACTION NEA-16

INFO OCT-01 ISO-00 AID-20 CIAE-00 COME-00 EB-11 FRB-03

INR-11 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SP-03

CIEP-03 LAB-06 SIL-01 OMB-01 DODE-00 PM-07 H-03 L-03

NSC-07 PA-04 PRS-01 SS-20 USIA-15 SAM-01 SAB-01 DRC-01

/159 W

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R 280920Z SEP 74

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 1042

INFO AMEMBASSY ABU DHABI

USINT ALGIERS

AMEMBASSY AMMAN

AMEMBASSY BEIRUT

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY RABAT

AMEMBASSY SANAA

AMEMBASSY TEL AVIV

AMEMBASSY TRIPOLI

AMEMBASSY TUNIS

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BEIRUT PASS BAGHDAD

EO 11652: NA

TAGS: ETDR, EGEN, KU EG

SUBJ: ARAB BOYCOTT OF ISRAEL - DURIRON COMPANY

REF: CAIRO 7520

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1. BOYCOTT OF DURIRON COMPANY IS RESULT OF COMPANY'S REPLY TO LETTER SENT BY KUWAITI INDUSTRIALIST LAST FALL. ADDRESSEES MAY REMEMBER THAT IN AFTERMATH OF OCTOBER WAR ARAB CHAMBERS OF COMMERCE MET IN BEIRUT AND DECIDED TO ATTEMPT INFLUENCE AMERICAN FIRMS DOING BUSINESS IN ARAB WORLD. APPARENTLY ONLY KUWAITIS TOOK BEIRUT DECISIONS TO HEART. IN ANY CASE, MANY LOCAL BUSINESSMEN DID WRITE TO THEIR ASSOCIATES AND PRINCIPALS IN US. ALL SENT SAME LETTER WHICH WAS RELATIVELY CALM, WELL WRITTEN STATEMENT OF ARAB POSITION. LETTER APPEALED TO US BUSINESSMEN TO CONSIDER ARAB VIEWS.

2. WE DO NOT KNOW HOW US FIRMS IN GENERAL REACTED UPON RECEIVING LETTERS. SOME COMPANIES, SUCH AS GE, MANAGED TO KEEP TOP MANAGEMENT FROM SEEING LETTER. SOME, SUCH AS HONEYWELL, SENT BACK REASONABLE REPLIES. SEVERAL COMPANIES, HOWEVER, SENT LETTERS THAT CAN ONLY BE DESCRIBED AS OBSCENE. THERE WERE ENOUGH OF THEM, AND THEY WERE SO SIMILAR THAT ONE WONDERS WHETHER THERE WAS AN ORGANIZED CAMPAIGN TO SEND SUCH LETTERS.

3. ONE SUCH LETTER DATED DEC 27, 1973 WAS SENT TO ABD AL-BAQI AL-NOURI, CHAIRMAN AND MANAGING DIRECTOR OF PETROCHEMICAL INDUSTRIES COMPANY BY W.D. HALLORAN, VICE PRESIDENT OF SALES FOR DURIRON. STRIPPED OF ITS VULGARITIES AND OBSCENITIES, THE GIST OF HALLORAN'S LETTER WAS THAT HE HOPED NEVER EVER AGAIN TO DO BUSINESS IN THE ARAB WORLD. LETTER CONTAINED REQUEST "TO PUT US AT THE HEAD OF YOUR BLACKBALLED AMERICAN VENDORS".

4. COMMENT: STRICTLY SPEAKING THE DURIRON CASES REPRESENTS AN EXTENSION OF THE BOYCOTT, BUT THE CIRCUMSTANCES SURROUNDING THIS CASE ARE RATHER SPECIAL, VIZ., DURIRON ASKED TO BE BOYCOTTED. MOREOVER, THE LETTER FROM HALLORAN WAS SO UNSAVORY THAT I DO NOT BELIEVE WE SHOULD ATTEMPT IN ANY WAY TO ASSOCIATE USG WITH IT. STOLTZFUS

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Decaption Note:
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Disposition Authority: izenbei0
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Disposition Date: 28 MAY 2004
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Disposition Reason:
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Review Exemptions: n/a
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